

2.1.4 - Negotiation Cycle

Time
FY 2000 Status

Update

- 1st Qtr 2000 - Current Status Green. We have provided an update to the FY 00 Performance Plan that redefines the Negotiation Cycle Time Goal. The FY99 goal was to Improve Negotiation Cycle Time. The update changed the goal to Improve Negotiation Cycle Time by 5% over the FY99 baseline.
- 2nd Qtr 2000 - Current Status Green. We have clarified for the field that the Negotiation Cycle Time period is calculated from the date the proposal is received to the date the definitization modification or fully priced order is issued.
- 3rd Qtr 2000 - Current Status Green. Pricing and Negotiation Conference conducted in June 2000 included Negotiation Techniques Training. Attendance by IPT Pricing Teams, Cost/Price Analysts, DCAA and Customers leading to Improved Support to Negotiations.
- 4th Qtr 2000 - Projected Status Green. We are now in the process of developing the Performance Goal for the FY01 Business Plan. The DCMA proposed improvement plan calls for a 5% improvement over FY00.

(Process Manager: Scott Clemons)

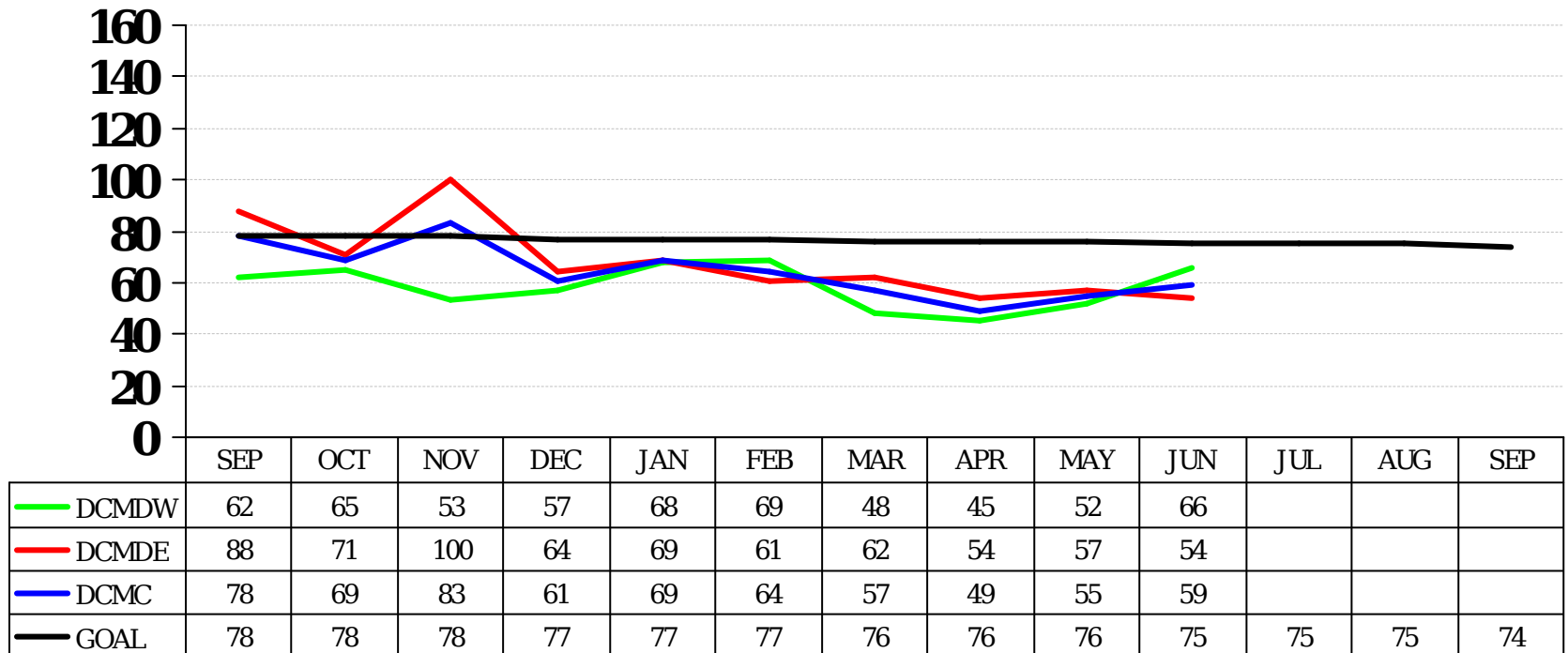
2.1.4 - Negotiation Cycle Time

- **Goal Description:** Improve Negotiation Cycle Time by 5%.
- **FY00 Goal/Target:** Improve the Average Number of Days to Complete a Negotiation over the FY99 Baseline Average of 78 days.
- **FY00 Actual Results:** The Goal is Being Met by a Cycle Time Average of 63 days to Complete a Negotiation through June 2000.
- **Rating:** **Green**
- **FY01 Adjustments:** None at this time.

2.1.4 Negotiation Cycle Time

Average Negotiation Cycle Times by District

STATUS: **Green** FY00 Goal: 2.1.4 Improve Negotiation Cycle Time by 5%.



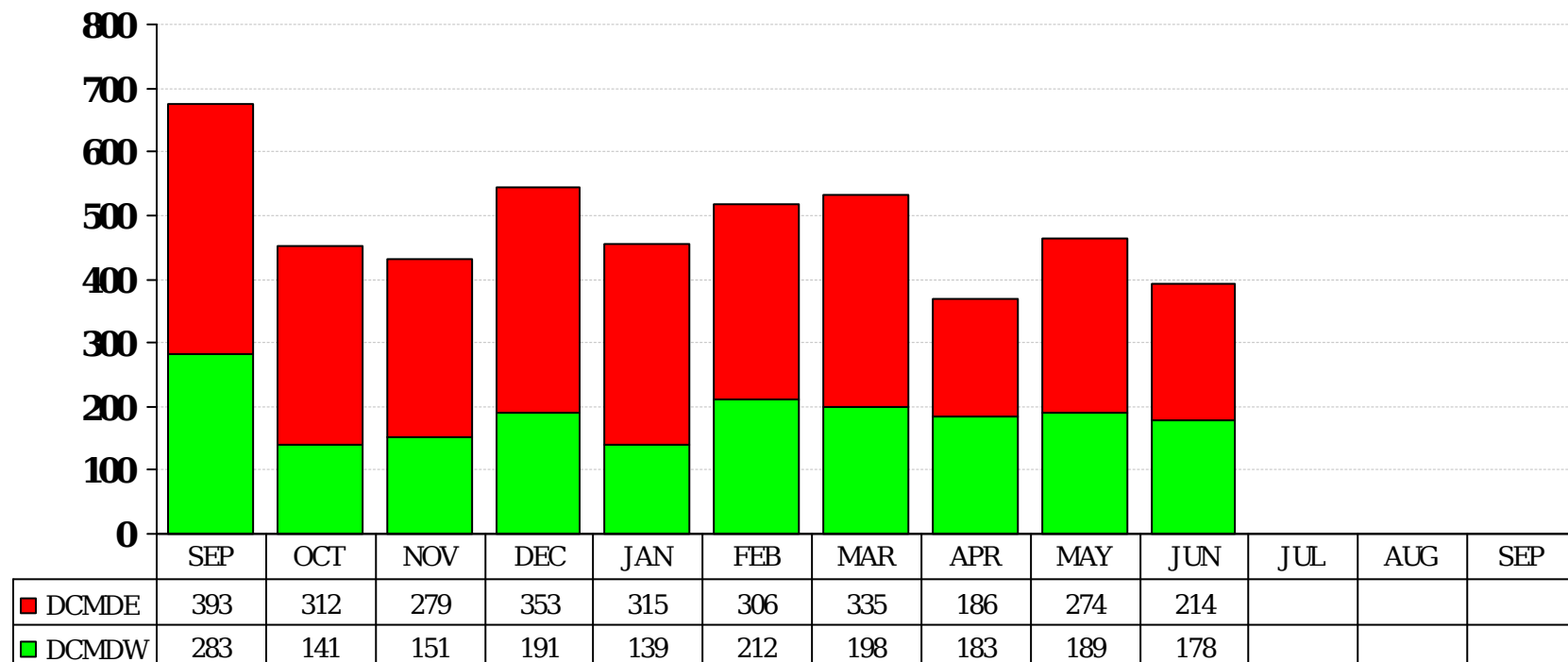
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2.1.4 Negotiation Cycle Time

Quantity of Negotiations by District

STATUS: **Green**

FY00 Goal: 2.1.4 Improve Negotiation Cycle Time by 5%.

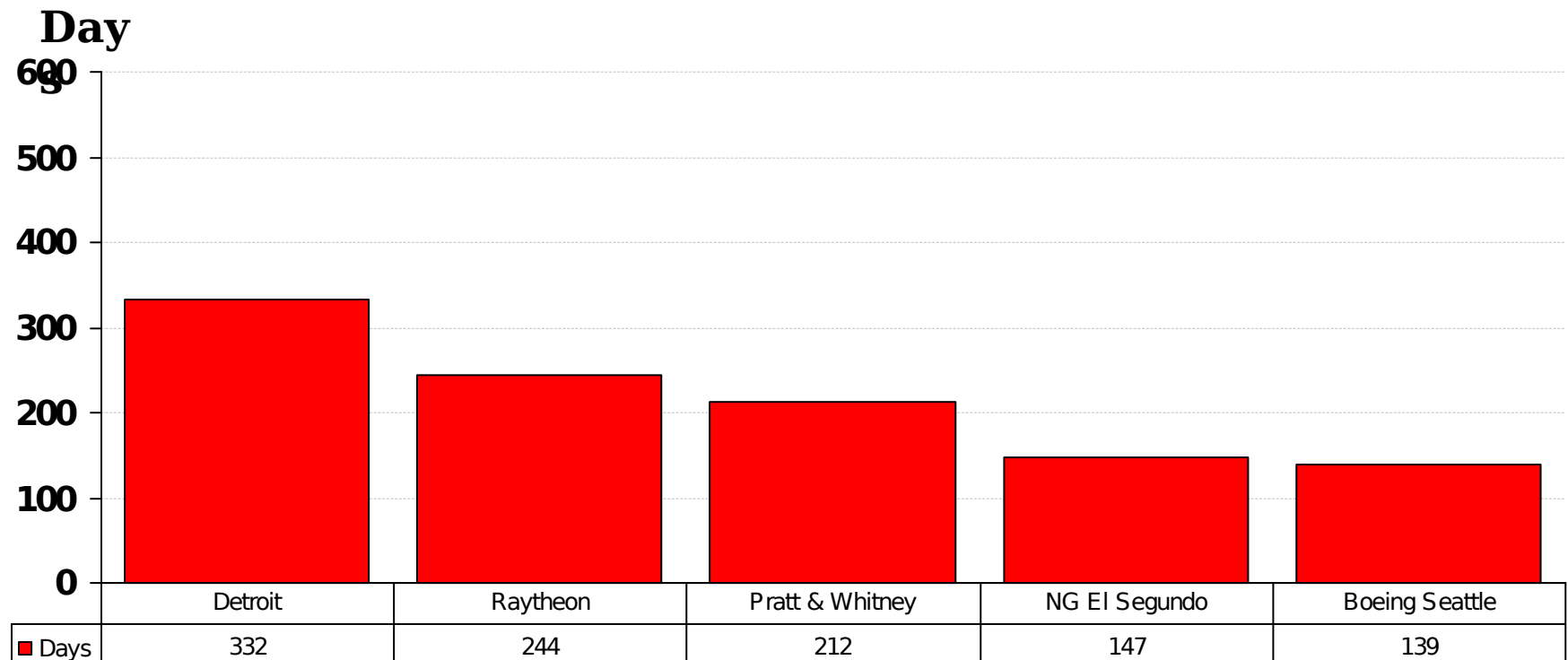


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2.1.4 Negotiation Cycle Time

Negotiation Cycle Time Pacing CAOs

STATUS: **Green** FY00 Goal: 2.1.4 Improve Negotiation Cycle Time by 5%.



(Process Manager: Scott Clemons)

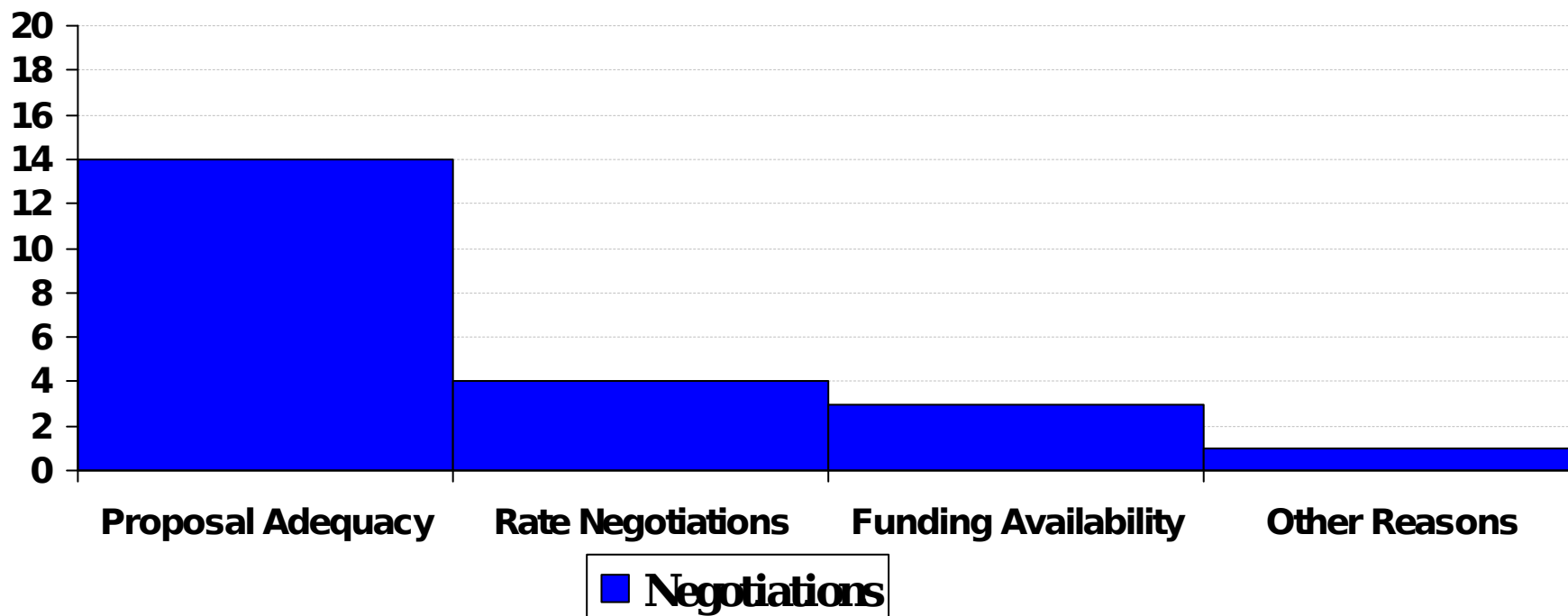
2.1.4 Negotiation Cycle Time

Negotiation Cycle Time Process Drivers

STATUS: **Green**

Time by 5%.

FY00 Goal: 2.1.4 Improve Negotiation Cycle



*** Based on Survey of Top 3 Pacing CAOs Most Overage**

Negotiations

(Process Manager: Scott Clemons)

2.1.4 Negotiation Cycle Time

Negotiation Cycle Time Narrative

STATUS: Green	FY00 Goal: 2.1.4 Improve Negotiation Cycle Time by 5%.
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- FY 1998 Data = 4,589 Negotiations
367,527 Days of Negotiations
80 Days Average Negotiation Cycle Time
- FY 1999 Data = 5,752 Negotiations
450,365 Days of Negotiations
78 Days Average Negotiation Cycle Time
- FY 2000 Data = 4,181 Negotiations
263,403 Days of Negotiations
62 Days Average Negotiation Cycle Time
- DCMDE Data = 1998; 101 Days, DCMDW Data = 1998;
51 Days
1999; 88 Days
2000; 66 Days
- 1999; 62 Days
2000; 58 Days

2.1.4 Negotiation Cycle Time

Negotiation Cycle Time Summary

STATUS: **Green** FY00 Goal: 2.1.4 Improve Negotiation Cycle Time by 5%.

- Goal is to Improve by 5% Negotiation Cycle Time over our FY99 Average of 78 Days.
- Meeting the Goal to Improve Negotiation Cycle Time with a FY00 Average of 63 Days.
- The Negotiation Cycle Time Goal is met if the average number of days to complete a negotiation is less than the established FY99 baseline. The FY00 Goal is met if the average of all the months is 5% less than